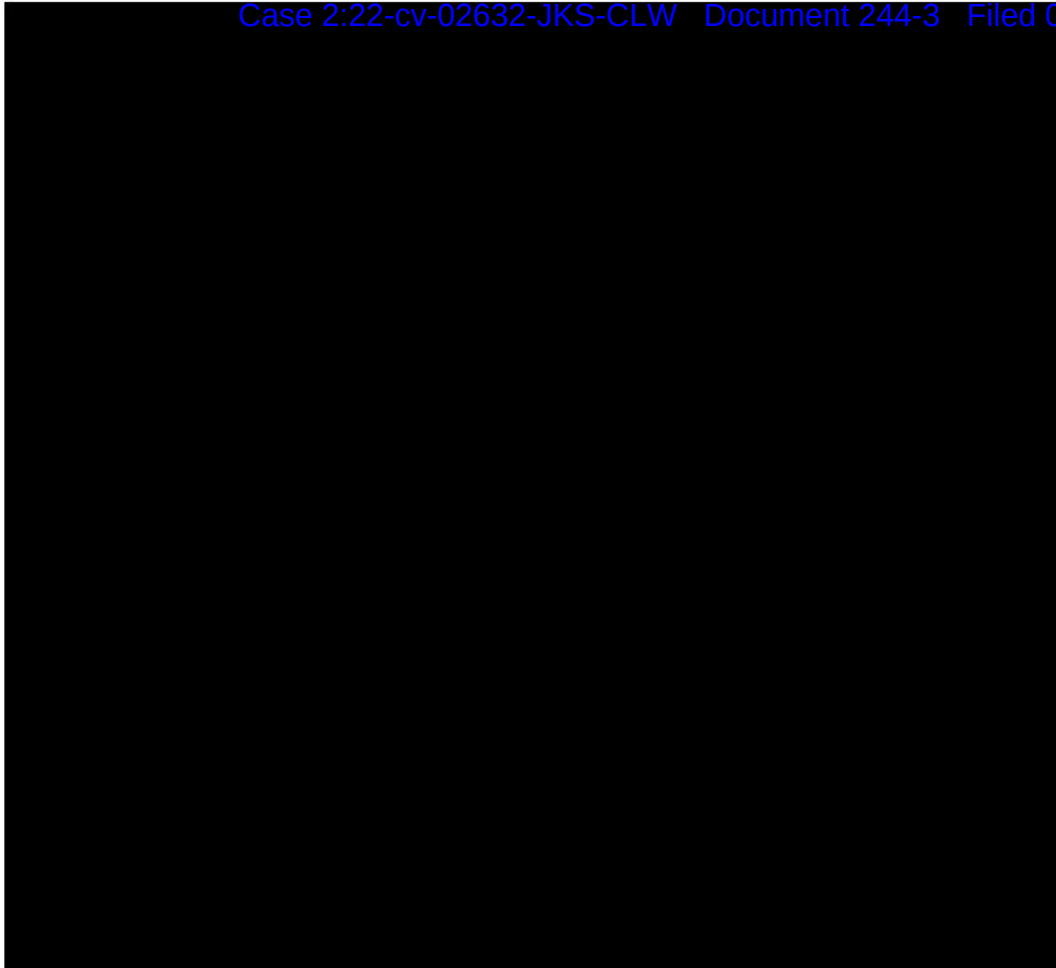


# Johnson & Johnson

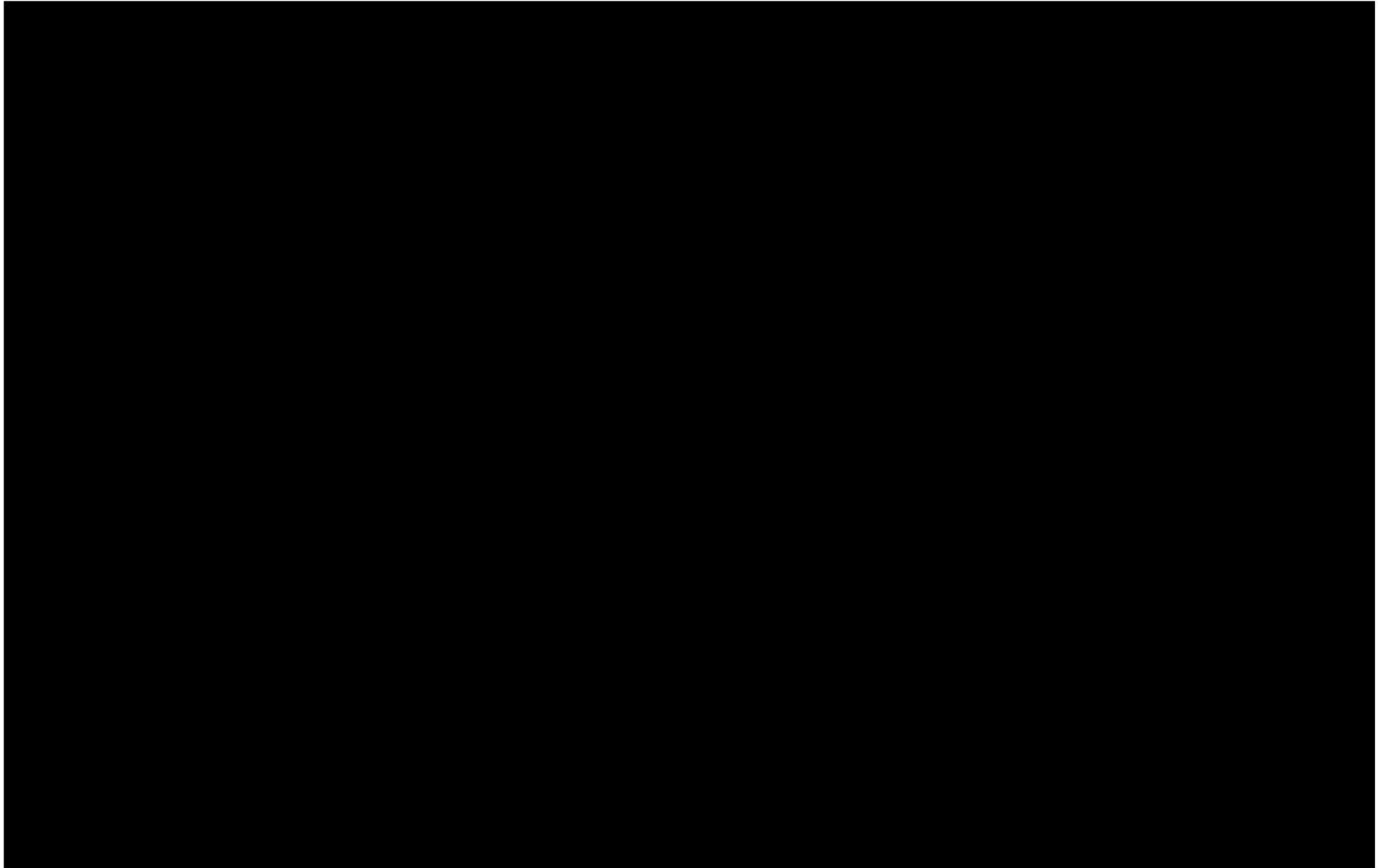
## Your Collaborative Planning Guide

August 30, 2017

























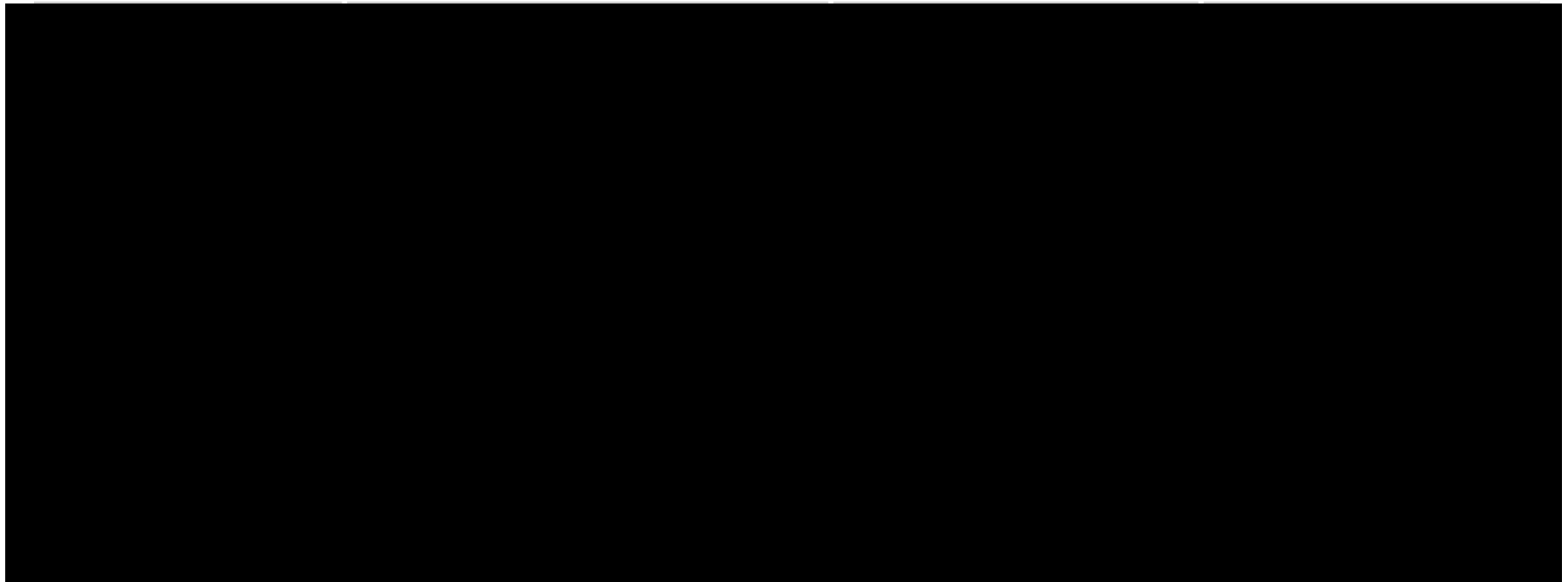


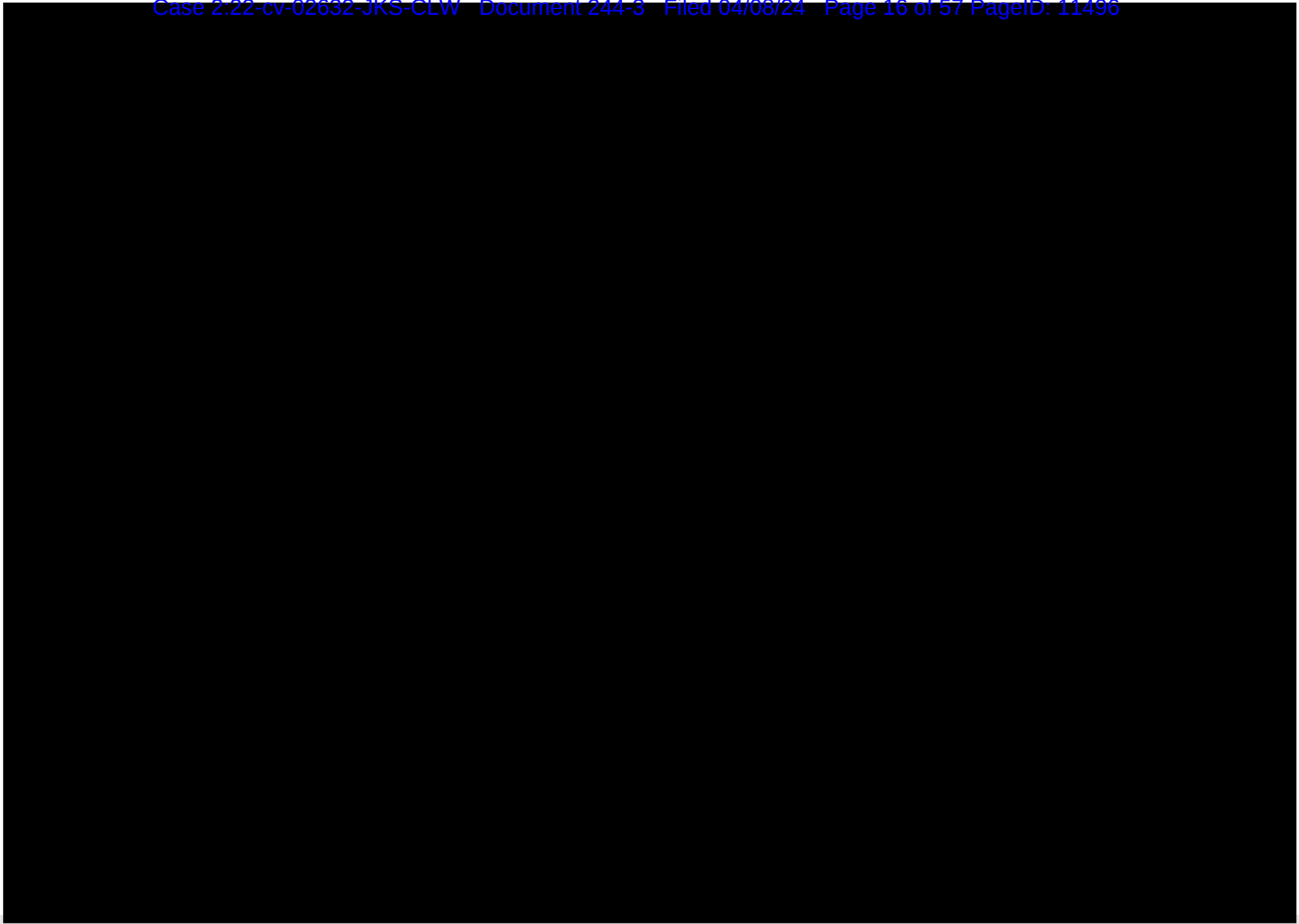




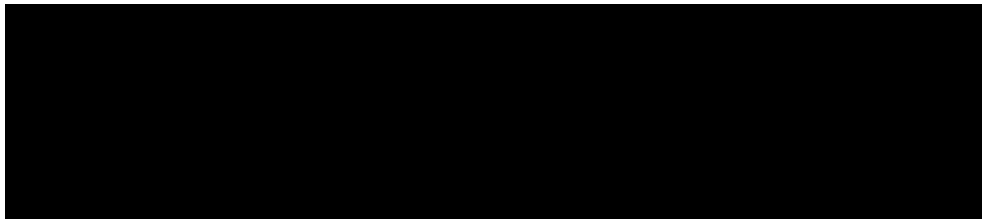
# J&J Opportunities

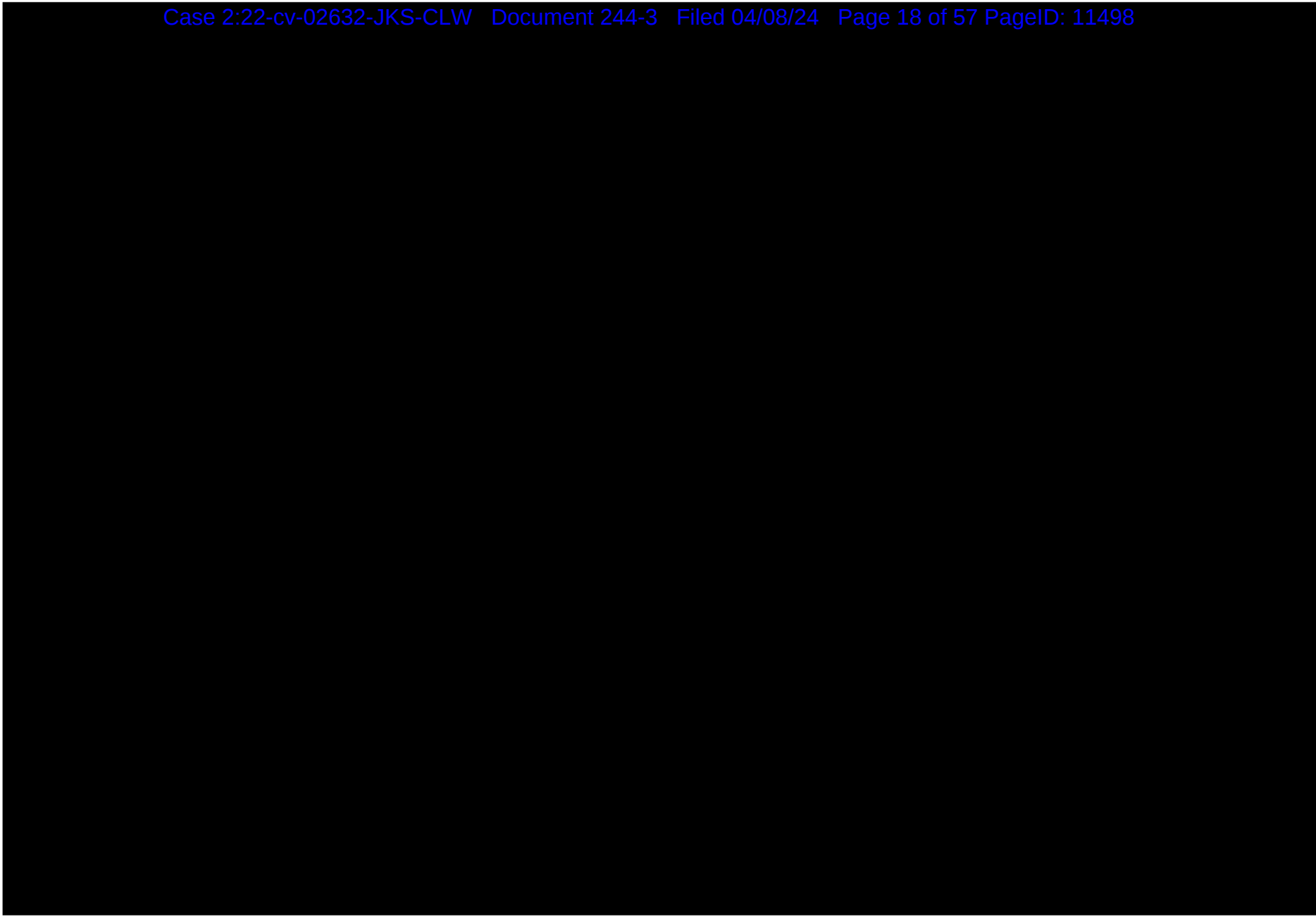
Solutions	Benefits	Estimated Savings	Member Impact
SaveonSP	Manufacturers make funds available to assist patients with their share of the cost. \$0 copay for enrolled J&J members.		



















# SaveonSP Program



SAVEONSP

# Copay Offset Savings Program



## About the Program

- Manufacturers make funds available to assist patients with their share of the cost
- Utilizes Affordable Care Act (ACA) state benchmark to **change client plan design**
- Targets **64** specialty drugs in **13** therapy classes
- Reduces patient's responsibility to **zero**



Average savings range from  
\$2.50 to \$4.50 PMPM



## Sample Medications Covered

Therapy Class	# of Drugs	Assistance/Fill
Blood Cell Deficiency	2	\$1,040
Oncology	27	\$1,878
Endocrine	1	\$1,666
Hemophilia	1	\$1,000
Hepatitis C	6	\$6,987
HAE	1	\$1,666
HIV	1	\$500
Inflammatory	10	\$1,141
Iron toxicity	2	\$1,250
MS	12	\$1,505
PAH	1	\$1,000

Note: ESI does not endorse the services provided by SaveonSP or provide any guidance or endorsement to SaveonSP on the legal structure of the services offered by SaveonSP, including without limitation, any representation of compliance with any applicable laws.



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SAVEONSP

# Cost Comparison – Humira®

## The Scenario:



**\$25** initial patient copay

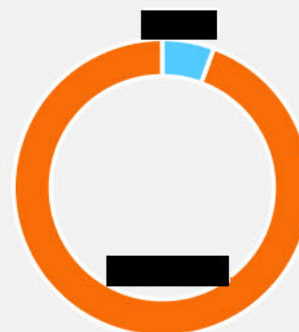


**12** annual fills

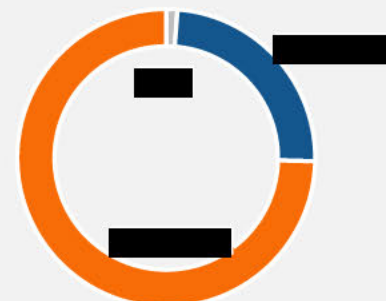


Total cost of treatment, including copay and plan cost is [REDACTED] annually

### No copay assistance



### Using SaveonSP



■ Employer responsibility  
■ Patient responsibility  
■ SaveOnSP  
■ Drug manufacturer

SaveonSP helps the patient achieve a zero dollar copay



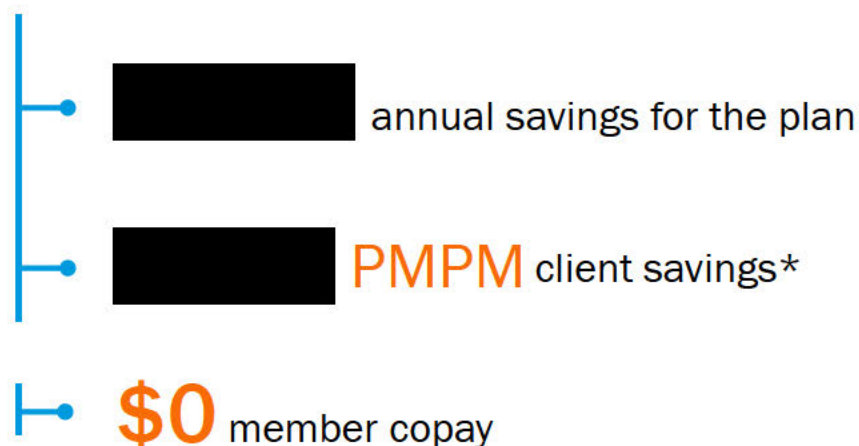
SAVEONSP

# Client Savings - Johnson & Johnson

## CLIENT EXAMPLE

- [REDACTED] lives
- [REDACTED] members [REDACTED] refills
- [REDACTED] average copay per rx

## IMPACT FOR PATIENTS AND THE CLIENT



**BY IMPLEMENTING SAVEON SP COPAY OFFSET PROGRAM**

\*Savings based on most expansive drug list and actual savings will vary based on state certification and are not guaranteed. Official savings will be provided by SaveonSP. ESI does not endorse the services provided by SaveonSP or provide any guidance or endorsement to SaveonSP on the legal structure of the services offered by SaveonSP, including without limitation, any representation of compliance with any applicable laws.



# How Exclusive Specialty Works:

## Communications Focus on a Positive Experience

### Patient announcement campaign



**Letter**  
30 days prior



**Patient Care Advocate Call**  
30 days prior for members  
with zero fills at retail

### Patient on STAT medications post-announcement notifications



**Trigger Letter(s)**  
Patient fills a prescription as  
part of their courtesy retail fill.



**Patient Care Advocate Call**  
Patient fills LAST specialty medication as  
part of their courtesy retail allowance.

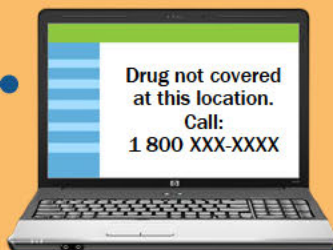


**Opportunity Letter**  
Sent when patient pays  
100% copay at retail

### Patient new-to-therapy on standard specialty medications notification



**Patient**  
tries to fill at retail



Claim is rejected at retail. Message states to call Accredo and provides number. Call routes to a dedicated team who can explain patient benefits and start script with Accredo.

